

NEW HAMPSHIRE STATEWIDE CONTRACT FOR BOOKS, NON-PRINT LIBRARY MATERIALS, AND RELATED ANCILLARY SERVICES

PLEASE USE BLACK INK OR TYPEWRITER WHEN
PREPARING YOUR BID. BE SURE YOU HAVE
INSERTED YOUR COMPANY'S NAME IN THE BOX

=> => => => => =>

Bidder

Books on Tape, Inc.

For Item I, Trade; Item II, Non-Trade;
and Item III, Textbook Publications,
a percent discount shall be offered as
follows: List less _____% Discount
For Item IV, Net Publications, a
handling charge shall be as
follows: \$_____ each
Enter Zero if No Discount or No Charge

PUBLICATIONS

	<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
	<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
<u>A.-E. PRINT</u>				
A. CLOTH BINDING				
Discount/Charge per copy	_____ %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: _____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
B. LIBRARY BINDING				
Discount/Charge per copy	_____ %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: _____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
C. PAPERBACKS, QUALITY				
Discount/Charge per copy	_____ %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: _____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
D. PAPERBACKS, MASS MARKET				
Discount/Charge per copy	_____ %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: _____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____

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Books on Tape, Inc.
P.O. Box 7900
Newport Beach, CA 92658

PUBLICATIONS

	<u>Item I</u>	<u>Item II</u>	<u>Item III</u>	<u>Item IV</u>
	<u>TRADE</u>	<u>NON-TRADE</u>	<u>Text-</u>	<u>NET</u>
	<u>Discount</u>	<u>Discount</u>	<u>Books</u>	<u>Handling</u>
				<u>Charge</u>
E. PREBOUND HARDBACKS				
Discount/Charge per copy	_____ %	_____ %	_____ %	\$ _____
Volume Pricing-Price Breaks				
for Single Title: _____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
_____ copies	_____ %	_____ %	_____ %	\$ _____
F. <u>NON-PRINT AND OTHERS</u>				
Discount/Charge for single unit				
1. Audio Cassettes (music, educational, etc.)	_____ %	_____ %	_____ %	\$ _____
2. Audio Visual Materials	_____ %	_____ %	_____ %	\$ _____
3. Books on Tape Abridged	_____ %	_____ %	_____ %	\$ _____
4. Books on Tape Unabridged	_____ %	<u>30</u> %	_____ %	\$ 0
5. CD-ROM (fixed price only- no online services)	_____ %	_____ %	_____ %	\$ _____
6. CD-ROM (additional discount if offered in conjunction with an online service)	_____ %	_____ %	_____ %	\$ _____
7. CDs (music, etc.) <u>Audio books</u> <u>in CD format</u>	_____ %	<u>30</u> %	_____ %	\$ 0
8. Encyclopedias	_____ %	_____ %	_____ %	\$ _____
9. Laser Disc	_____ %	_____ %	_____ %	\$ _____
10. Maps	_____ %	_____ %	_____ %	\$ _____
11. Microcomputer Software (educational)	_____ %	_____ %	_____ %	\$ _____
12. Microform (Microfiche and microfilm)	_____ %	_____ %	_____ %	\$ _____

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[illegible]

No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____
No. _____	_____ units	_____ %	_____ %	_____ %	\$ _____

1.	Catalog Kits	\$	
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2. Cataloging and Processing

Cataloging (MARC)
Processing

\$ \$3.00 ea
\$ \$3.00 ea
\$
\$

Processing would include
1 to 4 stickers

3. Rebinding of Paperbacks

\$
\$
\$
\$

4. Shelf Ready Books

\$
\$
\$
\$

5. Customized Reports

\$
\$
\$
\$

6. Bibliographic Records

more

\$
\$ 3.00
\$
\$

7. Security Tape

per strip

\$
\$ 1.50 ea
\$
\$

8. Bar Codes

per Barcode

\$
\$ 1.50 ea
\$
\$

9. Other - Bidder to list:

\$
\$
\$

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See "Discounts," "Aggregate
Discounts," clauses and
"Detailed Specifications."

Please specify the amounts that
apply in the left column and the
discounts to the right of the
solid line.

DISCOUNTS

VOLUME PRICING-PRICE BREAKS

for agency's aggregate purchase
in dollars. Please specify the
amount that applies: \$ _____

\$ _____
\$ _____
\$ _____

Item I

TRADE
Discount

_____ %
_____ %
_____ %

Item II

NON-TRADE
Discount

_____ %
_____ %
_____ %

Item III

Text-
Books

_____ %
_____ %
_____ %

Item IV

NET
Handling
Charge

\$ or %

VOLUME PRICING-PRICE BREAKS

for aggregate contract purchases
in dollars statewide: \$ _____

\$ _____
\$ _____
\$ _____

_____ %
_____ %
_____ %

_____ %
_____ %
_____ %

_____ %
_____ %
_____ %

OTHER VOLUME PRICE BREAKS AND/ OR DISCOUNTS - Bidder to explain:

\$ _____
\$ _____
\$ _____

_____ %
_____ %
_____ %

_____ %
_____ %
_____ %

_____ %
_____ %
_____ %

Electronic Access Ordering Discount

_____ %

Prepayment Plan Discount

_____ %

Deposit Account Discount

_____ %

Approval Plan Discount

_____ %

Please Explain

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Bidder

Books on Tape, Inc

BIDDER SHALL ANSWER EACH OF THE FOLLOWING QUESTIONS AS PART OF THE BID:

1. Number of years in business (three years minimum required): 26 years
In lieu of three years, previous experience may be considered
or five references may be provided.
See "Qualification of Bidder" clause.
2. If bidder does not meet the three-year requirement, has either
documentation of previous experience or the required five
references (including company name, contact person, complete
address, telephone and fax numbers) been attached?
_____ YES _____ NO
3. Does bidder offer an electronic access ordering system (optional)?
_____ YES X _____ NO
4. If yes, name of computer software system offered for electronic
access ordering system: _____
5. Is 24-hour rush delivery available (optional)? X YES _____ NO
6. If yes, is there an additional charge for 24-hour delivery? X YES _____ NO
7. If there is a price additional for 24-hour delivery, on what basis
(state "0" if none)? Federal Express
Charge: \$ 15.00 minimum
8. Is bidder offering foreign product? _____ YES X _____ NO
If yes, please identify: _____
9. Toll-free numbers for state procurement use
(see "Toll-Free Numbers"): Telephone: 800-541-5325 Fax: _____
10. If a toll-free number is not currently available, is bidder willing
to establish a toll-free number, if awarded a contract? _____ YES _____ NO
11. Is bidder prepared to submit the required financial statements
within five business days of request (see "Financial Stability"
clause)? X YES _____ NO
12. Guaranteed Delivery (Number of calendar days required to
ship 95 percent of typical order)? 30 Days A/R/O

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Books on Tape, Inc.

13. In the event you may be successful in receiving an award, please provide the following information for inclusion in the Notice of Contract Award to be sent to customer agencies:

Company Name:

Books on Tape, Inc.

Street Address:

2910 W Garry Ave.

P.O. Box:

PO Box 7900 Newport Beach, CA

City, State, Zip:

Santa Ana, CA 92704

92658

Contact Person (please print or type):

Melissa Wey

Telephone Number:

800 541-5525

Local (714) 327-0334

Fax Number:

800

Local (714) 825-0764

Internet Address (E-mail):

botlib@booksontape.com

WWW Site:

14. Is the pricing offered the same or lower than that offered to other corporations, institutions, and government agencies' on similar items, quantities, terms and conditions:

☒ YES ☐ NO

If no, please explain:

15. EXCEPTIONS: Does bidder take exception to any of the terms and conditions stated herein?

☐ YES ☒ NO

If "YES", please explain in detail:

